

# Comparisons of Job Characteristics

**Focus Occupation:** Securities, Commodities, and Financial Services Sales Agents (41-3031)  
**Associated Occupation:** Loan Officers (13-2072)

Compare Knowledge  
 Compare Skills  
 Compare Abilities  
 Compare Detailed Work Activities  
 Compare Tools and Technologies

|    |  |
|----|--|
| << | Focus occupation element is much lower             |
| <  | Focus occupation element is lower                  |
| 0  | Focus occupation element is at a similar level     |
| >  | Focus occupation element is at a higher level      |
| >> | Focus occupation element is at a much higher level |

## Knowledge

Similarity of Focus Occupation to Associated Occupation: 96

**Focus Occupation:** Securities, Commodities, and Financial Services Sales Agents (41-3031)  
**Associated Occupation:** Loan Officers (13-2072)

| Associated Occupation's Key Knowledge Elements | Average Rating, All Occupations | Associated Occupation's Rating | Focus Occupation's Rating |    | Evaluation of Focus Occupation                         |
|--|---------------------------------|--------------------------------|---------------------------|----|--|
| Sales and Marketing                            | 5.2                             | 15.7                           | 15.1                      | 0  | Current knowledge level may be sufficient              |
| Economics and Accounting                       | 4.4                             | 15.0                           | 14.7                      | 0  | Current knowledge level may be sufficient              |
| Customer and Personal Service                  | 11.3                            | 14.8                           | 20.4                      | >> | Current knowledge level is likely more than sufficient |

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Skills

Similarity of Focus Occupation to Associated Occupation: 90

**Focus Occupation:** Securities, Commodities, and Financial Services Sales Agents (41-3031)  
**Associated Occupation:** Loan Officers (13-2072)

| Associated Occupation's Key Skills Elements | Average Rating, All Occupations | Associated Occupation's Rating | Focus Occupation's Rating |   | Evaluation of Focus Occupation        |
|---|---------------------------------|--------------------------------|---------------------------|---|---------------------------------------|
| Speaking                                    | 10.8                            | 14.6                           | 14.4                      | 0 | Current skill level may be sufficient |
| Active Listening                            | 11.0                            | 13.2                           | 14.9                      | > | Skill level is likely sufficient      |
| Judgment and Decision Making                | 9.4                             | 12.6                           | 12.2                      | 0 | Current skill level may be sufficient |
| Service Orientation                         | 7.9                             | 11.0                           | 11.0                      | 0 | Current skill level may be sufficient |
| Mathematics                                 | 6.2                             | 10.1                           | 8.2                       | < | A higher skill level may be required  |

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Abilities

Similarity of Focus Occupation to Associated Occupation: 93

**Focus Occupation: Securities, Commodities, and Financial Services Sales Agents (41-3031)**  
**Associated Occupation: Loan Officers (13-2072)**

| Associated Occupation's Key Abilities Elements | Average Rating, All Occupations | Associated Occupation's Rating | Focus Occupation's Rating |   | Evaluation of Focus Occupation             |
|--|---------------------------------|--------------------------------|---------------------------|---|--|
| Oral Expression                                | 12.4                            | 15.3                           | 15.8                      | 0 | Current ability level may be sufficient    |
| Oral Comprehension                             | 12.5                            | 14.7                           | 14.7                      | 0 | Current ability level may be sufficient    |
| Written Comprehension                          | 11.0                            | 13.5                           | 13.6                      | 0 | Current ability level may be sufficient    |
| Near Vision                                    | 11.1                            | 12.7                           | 12.4                      | 0 | Current ability level may be sufficient    |
| Speech Clarity                                 | 10.2                            | 12.4                           | 13.7                      | > | Current ability level is likely sufficient |
| Deductive Reasoning                            | 10.6                            | 11.9                           | 13.8                      | > | Current ability level is likely sufficient |
| Inductive Reasoning                            | 10.2                            | 11.9                           | 11.6                      | 0 | Current ability level may be sufficient    |
| Speech Recognition                             | 9.9                             | 11.5                           | 13.4                      | > | Current ability level is likely sufficient |
| Mathematical Reasoning                         | 6.3                             | 9.7                            | 9.4                       | 0 | Current ability level may be sufficient    |
| Number Facility                                | 6.3                             | 8.3                            | 9.3                       | > | Current ability level is likely sufficient |

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Activities that Both Occupations Have in Common

**Similarity of Focus Occupation to Associated Occupation: 84**

**Focus Occupation: Securities, Commodities, and Financial Services Sales Agents (41-3031)**  
**Associated Occupation: Loan Officers (13-2072)**

| Work Activities                         | Exclusivity of Activity |
|---|-------------------------|
| Advise clients on financial matters     | 77                      |
| Analyze applicant's financial status    | 85                      |
| Analyze financial data                  | 57                      |
| Complete information on loan forms      | 85                      |
| Compute financial data                  | 53                      |
| Evaluate degree of financial risk       | 82                      |
| Interview customers                     | 71                      |
| Make presentations on financial matters | 84                      |
| Provide customer service                | 14                      |
| Verify bank or financial transactions   | 81                      |

Not all positions in these occupations will necessarily perform all of the listed activities. The exclusivity rating is an indication of how unique the activity is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations engage in that activity.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Tools and Technologies that Both Occupations Have in Common

**Similarity of Focus Occupation to Associated Occupation: 87**

**Focus Occupation: Securities, Commodities, and Financial Services Sales Agents (41-3031)**  
**Associated Occupation: Loan Officers (13-2072)**

| Tools and Technologies   | Exclusivity |
|--|-------------|
| Business function specific software                              | 1           |
| Computer data input devices                                      | 2           |
| Computers  | 1           |
| Data management and query software                               | 1           |
| Finance accounting and enterprise resource planning ERP software | 2           |
| Industry specific software                                       | 1           |
| Network applications software                                    | 1           |

Not all positions in these occupations will necessarily use all of the listed tools and technologies. The exclusivity rating is an indication of how unique the tool or technology is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations use that tool or technology.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.